

Message Text

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PAGE 01 MONTRE 01583 090014Z

13

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UNCLAS MONTREAL 1583

USDOC

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: STATE A-7947 OF SEPT 20, 1973

1. 122/04/P0001

2. 100874

3. E. TOLMAN

4. 122 CANADA

5. M D I

6A. CALL OR SEND LETTER/MESSAGE --

6B. MR. I. RUDY, EXECUTIVE ASSISTANT

6C. ZODIAC INDUSTRIES LTD.

1304 BEAUMONT AVENUE

MONTREAL, QUEBEC H3P 2H6

7. TELEX 05-268-570; TELEPHONE (514) 739-7701

8. --

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PAGE 02 MONTRE 01583 090014Z

9. 101-102-111

10. DESCRIPTION

2492000-0000. HIGH DENSITY PARTICLE BOARD (DENSITIES OF 50 LBS OR MORE).

BOARDS WOULD BE RESOLD TO FURNITURE MANUFACTURERS IN EASTERN CANADA AND THE MARITIME PROVINCES. ZODIAC IS INTERESTED IN ESTABLISHING A PERMANENT DISTRIBUTORSHIP RELATIONSHIP FOR HIGH DENSITY (50-65 LB) PARTICLE BOARDS TO BE SOLD PRIMARILY TO FURNITURE TRADE BUT ALSO FOR USE IN MAKING CABINETS AND IN THE CONSTRUCTION TRADE. IS INTERESTED ONLY IN CARLOAD QUANTITY QUOTATIONS OF AROUND 35,000-40,000 SQUARE FEET.

ZODIAC INDUSTRIES IS A LARGE, WELL-KNOWN MONTREAL COMPANY WITH CANADIAN SUBSIDIARIES MANUFACTURING AND DISTRIBUTING FURNITURE AS WELL AS HARDWOOD FLOORING, ROOFING AND OTHER BUILDING SUPPLIES. IT PRESENTLY SUPPLIES HARDWOOD COMPONENTS TO MAJOR MANUFACTURERS WITH ANNUAL SALES OF OVER DOLS 14 MILLION. BANK REFERENCES INCLUDE THE ROYAL BANK OF CANADA.

FOR DOC INFORMATION ONLY: ZODIAC WANTS TO DEAL DIRECTLY WITH PARTICLE BOARD MANUFACTURERS AND NOT WITH INTERMEDIARIES OR BROKERS. THEY THEREFORE REQUEST THAT DOC NOT, REPEAT NOT, CONTACT AMERICAN INTERNATIONAL FOREST PRODUCTS, PORTLAND OREGON; BROOKS-WILLAMETTE CORPORATION (WILLAMETTE INDUSTRIES), BEND, OREGON; ROSEBURG LUMBER, ROSEBURG, OREGON,AND TUMAC LUMBER COMPANY, PORTLAND, OREGON.
HARPER

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NNN

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